

Message Text

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70

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

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E.O. 11652: N/A

TAGS: BDIS UR

SUBJ: LASALLE MACHINE TOOL DISPUTE WITH STANKOIMPORT

REF: MOSCOW 10514

1. IN RESPONSE TO EMBASSY SUGGESTION, LASALLE PRESIDENT ROBERT SATLER SENT CABLE TO MASLOV ON SEPTEMBER 6. SUMMARY OF CABLE FOLLOWS: SATLER INDICATED THAT HE PERSONALLY NEGOTIATED AND SIGNED CONTRACT AND THAT STANDARD STANKOIMPORT DELIVERY CLAUSE IN PARAGRAPH 3 OF CONTRACT WAS MODIFIED TO PROVIDE FOR ADVANCE DELIVERY SUBJECT TO STANKOIMPORT'S PRIOR APPROVAL. THIS APPROVAL WAS GIVEN TO LASALLE IN NOVEMBER 1972. CITING MASLOV'S AWARENESS OF LONG LEAD TIME NECESSARY FOR PRODUCTION OF THE PISTON, LINES, ONCE COMPANY COMMITTED ITSELF AND ITS SUBCONTRACTORS TO SEPTEMBER AND COTOBER 1973 DELIVERY, IT COULD NOT REVERSE PROCESS. AMONG SUBCONTRACTORS ARE BENDIX, SHEFFIELD, AND OCCIDENTAL. ALSO CITED IS PARAGRAPH 6 OF CONTRACT WHICH PROVIDES FOR PAYMENT WITHIN

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15 DAYS OF SOVIET RECEIPT OF SHIPPING DOCUMENTS. TERMS

CALL FOR 95 PERCENT PAYMENT, WITH PAYMENT IN U.S. DOLLARS. COMPANY BELIEVES IT HAS COMPLIED WITH ALL ASPECTS OF THE CONTRACT, AND EXPECTS PAYMENT AS STATED IN CONTRACT. LASALLE REPRESENTATIVE WILL HAND DELIVER SHIPPING DOCUMENTS TO MASLOV IN MID-SEPTEMBER. COMPANY HAS AGREED TO LOAD 114 BOXES OF FIRST SHIPMENT ON SOVIET VESSEL ARCHANGEL THIS WEEK IN DETROIT, TO AVOID MARRING THIS WIDELY PUBLICIZED EVENT. IN CLOSING SATLER ASKS FOR MASLOV'S IMMEDIATE CONFIRMATION BY TELEX THAT PAYMENT WILL BE MADE BY SOVIETS IN ACCORDANCE WITH CONTRACT.

2. WILL KEEP EMBASSY INFORMED ON FURTHER COMMUNICATIONS BETWEEN PARTIES. EMBASSY IS REQUESTED TO MAKE NEW APPROACH TO STANKOIMPORT WEEK OF SEPTEMBER 9, SHOULD DISPUTE NOT BE RESOLVED. COMMERCE HAS ALSO BRIEFED SOVIET EMBASSY IN WASHINGTON ON DISPUTE, AND THE COMMERICAL COUNSELOR STATED HIS EMBASSY WOULD ALSO FOLLOW UP WITH STANKOIMPORT. RUSH

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